

## Message Text

UNCLASSIFIED

PAGE 01 SANTIA 02999 230022Z

ACTION ARA-14

INFO OCT-01 ISO-00 EB-08 ( ISO ) W  
-----037354 240446Z /62

R 211539Z APR 78

FM AMEMBASSY SANTIAGO  
TO SECSTATE WASHDC 8961  
INFO USDOC WASHDC

UNCLAS SANTIAGO 2999

EO 11652: NA

TAGS: BEXP, CI

SUBJ: EXPORT OPPORTUNITY

FOR: FEDERAL CARTRIDGE CO.

2700 FOSHAY TOWER  
MINNEAPOLIS, MINN. 55402

1. A WELL-KNOWN CHILEAN COMPANY, DELANO, UNDURRAGA Y CIA. LTDA., HAS INFORMED US THAT THEY DESIRE TO PLACE AN ORDER WITH YOU FOR 100,000 TO 200,000 SHOTGUN SHELLS, BUT THAT THEY HAVE RECEIVED NO ANSWER TO THEIR LETTER OF FEBRUARY 2 ASKING FOR PRICE QUOTATIONS (CIF VALPARAISO).

2. RAFAEL DELANO, GENERAL MANAGER, PLANS TO TRAVEL TO CALIFORNIA IN EARLY MAY. IF YOU ARE INTERESTED IN THIS SALES OPPORTUNITY, HE WOULD TRAVEL TO MINNEAPOLIS IN LATE MAY TO NEGOTIATE THE ORDER, WHICH HE ANTICIPATES WOULD BE THE FIRST OF MANY.

3. PLEASE LET US KNOW, BY TELEX IF POSSIBLE (40957-USIS-CL), IF YOU WISH TO SEE MR. DELANO FOR THIS PURPOSE.

DAVID C. LACEY, COMMERCIAL ATTACHE.

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AMERICAN EMBASSY,  
SANTIAGO, CHILE.  
LANDAU

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## Message Attributes

**Automatic Decaptoning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 21 apr 1978  
**Decapton Date:** 01 jan 1960  
**Decapton Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 jan 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978SANTIA02999  
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**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
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**Review Markings:**  
Sheryl P. Walter  
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